

Frank Farmer's Metal Roof Sales BOOTCAMP



This step-sales presentation is based on emotion and backed by logic to get the sale today!

YOU WILL LEARN:

- How to get the sale on the first visit
- Roof construction and metal roof terminology
- How to measure a roof from the ground to save satellite imagery costs
- The questions and methods to conduct a needs assessment with your customer. You will uncover what they value, and know exactly how to sell them.
- How to conduct an impactful attic inspection to create emotion to BUY NOW! You will receive forms to use along with what affordable equipment to buy.
- A customer-centric sales presentation
- How to eliminate the asphalt competition
- How to eliminate competing metal roofs from consideration
- Proper components of a metal roof contract
- How to price
- How to outsell your competition at a higher price!

THIS INTENSIVE 4-DAY SALES TRAINING PROGRAM

is the same program used by companies throughout North America to develop 1.5 million dollar sale producers the first year. It is designed to take someone with no sales experience in the metal roof industry and get immediate sales results. This proven sales system has helped dozens of home improvement companies quickly and profitably enter the lucrative business of metal roofing.

By implementing these selling systems into your company, you will be able to build a duplicable sales program and grow your sales force.

CLASS INFO

When: Monday, October 18th - 21st, 2021
Where: American Metal Roofs Training Center
1875 Lansing Rd
Charlotte, MI 48813
Time: 8:30am - 5:00pm Monday - Thursday

SEATS ARE LIMITED
**REGISTER
TODAY!**

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• Eliminates copper based on SS
• Eliminates steel and rust
• Aluminum as the only option
• Screw through will fail
• Rejects ball-on system
• Oil canning-comm rejects SS
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For More Info,
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